

Message Text

UNCLASSIFIED

PAGE 01 BONN 04203 091605Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 USIA-15 OMB-01 /037 W
-----091925Z 087984 /47

R 091551Z MAR 77
FM AMEMBASSY BONN
TO SECSTATE WASHDC 6300
AMEMBASSY BERLIN
AMEMBASSY BERN
INFO AMEMBASSY BRUSSELS
AMEMBASSY THE HAGUE
AMEMBASSY VIENNA
USMISSION USBERLIN
AMCONSUL BREMEN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS BONN 04203

FRANKFURT PASS TO USTS

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: FOREIGN BUYER PROGRAM (FBP)

REF: (A) UNCLAS STATE 045849 (REPEATED TO POSTS IN FRG),
(B) UNCLAS USDOC 03349 (NOTAL), (C) UNCLAS BONN
04179 (NOTAL)

1. POSTS IN FRG ARE GEARING UP FOR MAJOR EFFORT IN
SUPPORT OF FBP. MEETING WITH POSTS AND USTS ON THIS
SUBJECT WAS HELD FRANKFURT, FEBRUARY 28 AND ANOTHER IS
SCHEDULED IN BONN, MARCH 25 (REF C). EMBASSY WILL SEND
FORMAL STATEMENT REQUESTED REF A AFTER MARCH 25 MEETING.
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2. AS PRELIMINARY COMMENT, EMBASSY SHARES VIEW OF MANY
AMERICAN BUSINESS CONTACTS, THAT FBP IS ON WAY TO BE-
COMING ONE OF MOST EFFECTIVE TRADE PROMOTION DEVICES
USDOC HAS YET DEVELOPED. WE AGREE WITH OMB THAT AS SOON
AS PRACTICABLE AMERICAN BUSINESS SHOULD BE PERSUADED
INCREASE MONETARY SUPPORT OF USG EFFORTS BRING KEY

FOREIGN BUYERS TO US FAIRS. IN TIME A WAY WILL NO
DOUBT BE FOUND FOR FAIR ORGANIZATIONS AND CONCERNED U.S.
TRADE ASSOCIATIONS TO HELP DEFRAY PROGRAM COSTS. MEAN-
WHILE RELATIVELY MODEST CURRENT LEVELS OF USG SEED MONEY
IS VERY WELL SPENT AND COUNTRY COMMERCIAL PROGRAM FOR
FRG WOULD BE SERIOUSLY RPT SERIOUSLY WEAKENED IF FBP IS
NOT SUPPORTED AT LEAST AT CURRENT LEVELS THROUGH FY 78.
IF EACH OF 50 OR MORE GERMAN BUYERS IN SUCH ESCORTED
TRIPS, PURCHASE WORLD-WIDE FBP AVERAGE \$69,000 IN U.S.
GOODS, WE THINK USG SEED MONEY WILL HAVE BEEN WELL
SPENT. STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 09-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BONN04203
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770081-0570
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770379/aaaacrrn.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 486b5ebb-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 19-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3166511
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM (FBP)
TAGS: BEXP, GE
To: STATE BERLIN
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/486b5ebb-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
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